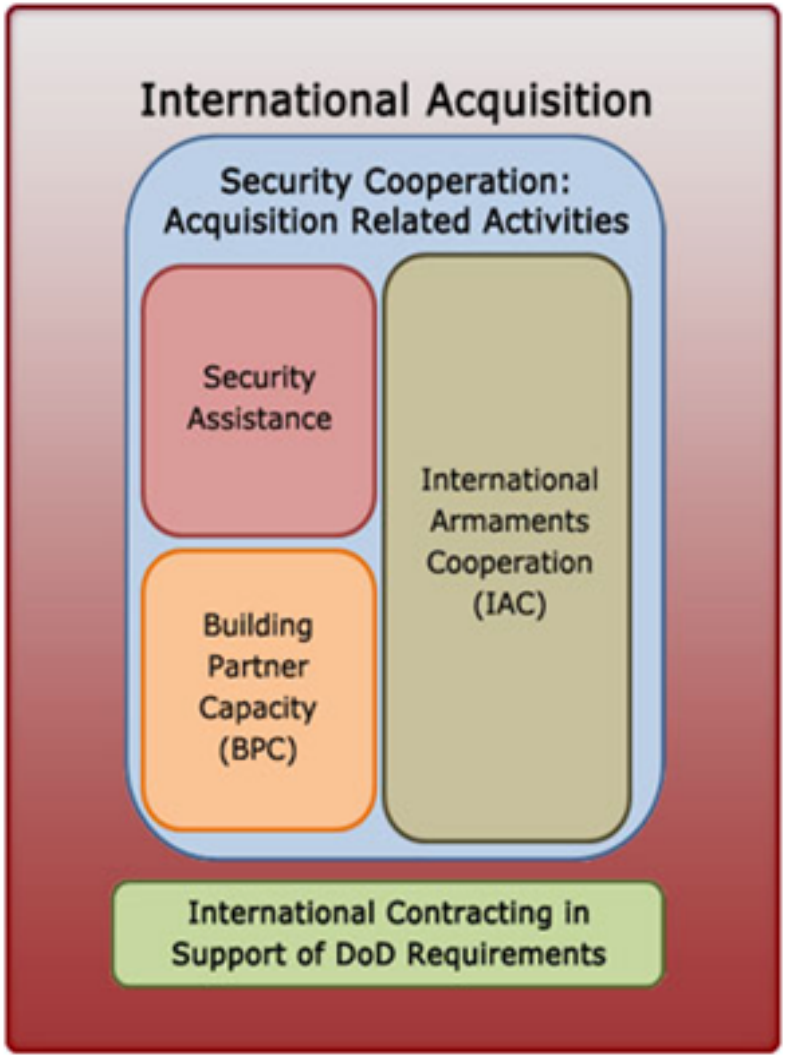
Introduction to International Acquisition

International acquisition refers to the responsibilities that the defense acquisition workforce engages in that involve foreign entities. These responsibilities include certain activities of Security Cooperation and international contracting in support of Department of Defense (DoD) requirements.

These are the Security Cooperation acquisition-related activities:

- Security Assistance
- Building Partner Capacity (BPC)
- International Armaments Cooperation (IAC)

In the context of international acquisition, Direct Commercial Sales (DCS) is considered to be an activity of Security Assistance.


International Acquisition
Security Cooperation: Acquisition Related Activities
Security Assistance
Building Partner Capacity (BPC)
International Armaments Cooperation (IAC)
International Contracting in Support of DoD Requirements

DoD Int'l Acquisition & Security Cooperation (Responsibility Matrix)

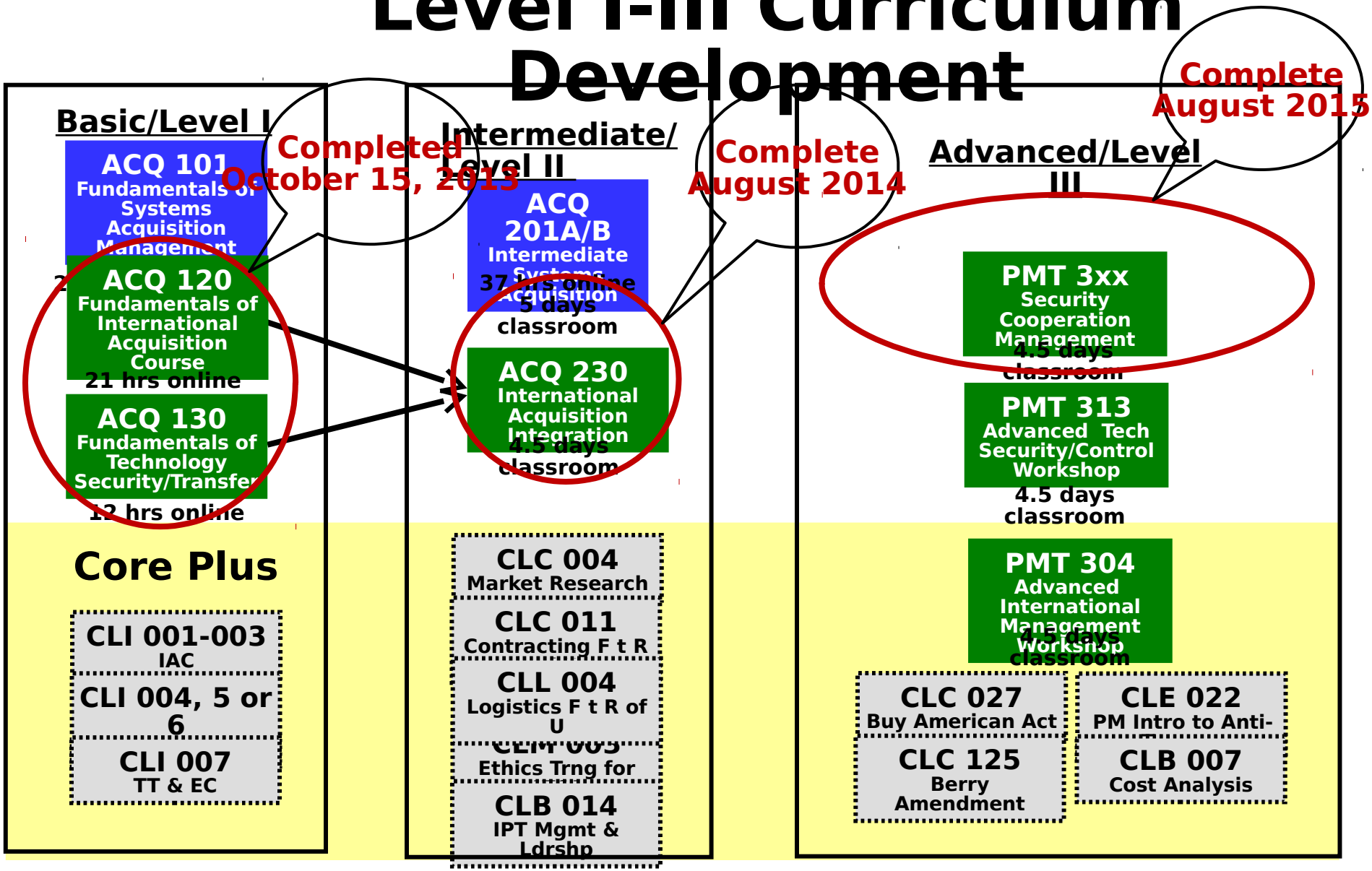
USD(Policy) Defense Security Cooperation Agency Lead Staff Element	USD(AT&L) Director, Int'l Cooperation (IAC) Dir, Defense Procurement (Int'l KR) Lead Staff Elements
Functional Oversight: • Security Assistance (including FMS) • Building Partner Capacity	**Functional Oversight** • Int'l Armaments Cooperation (IAC) • Int'l Contracting (KR) in Support of DoD Requirements
Workforce Composition • Significant Defense Acq WF	**Workforce Composition** • Defense Acq WF
Workforce Management Mechanisms • Security Cooperation Workforce Data Base (SCWD) • International Affairs Cert Program	**Workforce Management Mechanisms** • Int'l Acquisition Career Path (IACP) Functional IPT (FIPT) • DACMs
Education and Training Organization • Defense Security Assistance Management Institute (DISAM)	**Education and Training Organization** • Defense Acquisition University

DAWIA Int'l Acq Career Path (IACP) Positions

-- Primary Types for Coding --

SA & FMS	IAC
• Security Assistance (SA) & Foreign Military Sales (FMS) program planning and execution	• International Armaments Cooperation (IAC) planning and execution
Principal DoD Component Organizational Locations • DoD Component Int'l Program Organizations (IPOs) • DoD Component & SYSCOM HQs • SYSCOMs, PEOs, & PMOs • Materiel & logistics commands/centers	**Principal DoD Component Organizational Locations** • DoD Component Int'l Program Organizations (IPOs) • DoD Component & SYSCOM HQs • SYSCOMs, PEOs, & PMOs • Test organizations • Laboratories

Expanded IACP Level I-III Curriculum Development



IACP Throughput

- Estimate stand-alone IACP DAW population @ ~3000 - 4000
- Non-DAW population could be ~2000
- Distance learning course annual throughput requirement:
  - ACQ 120 rate at 3 months is already 1.5 times the PMT 202 throughput for an entire year
  - Steady state – estimate 1200 each for ACQ 120 and ACQ 130
- Residence course annual throughput requirement:
  - Currently schedule supports ~300 students in each course at 200-level (PMT 202/203)
  - New construct could equal current 200-level requirement (= 20 ACQ 230 offerings across enterprise) – 15 suggested first year (FY15)